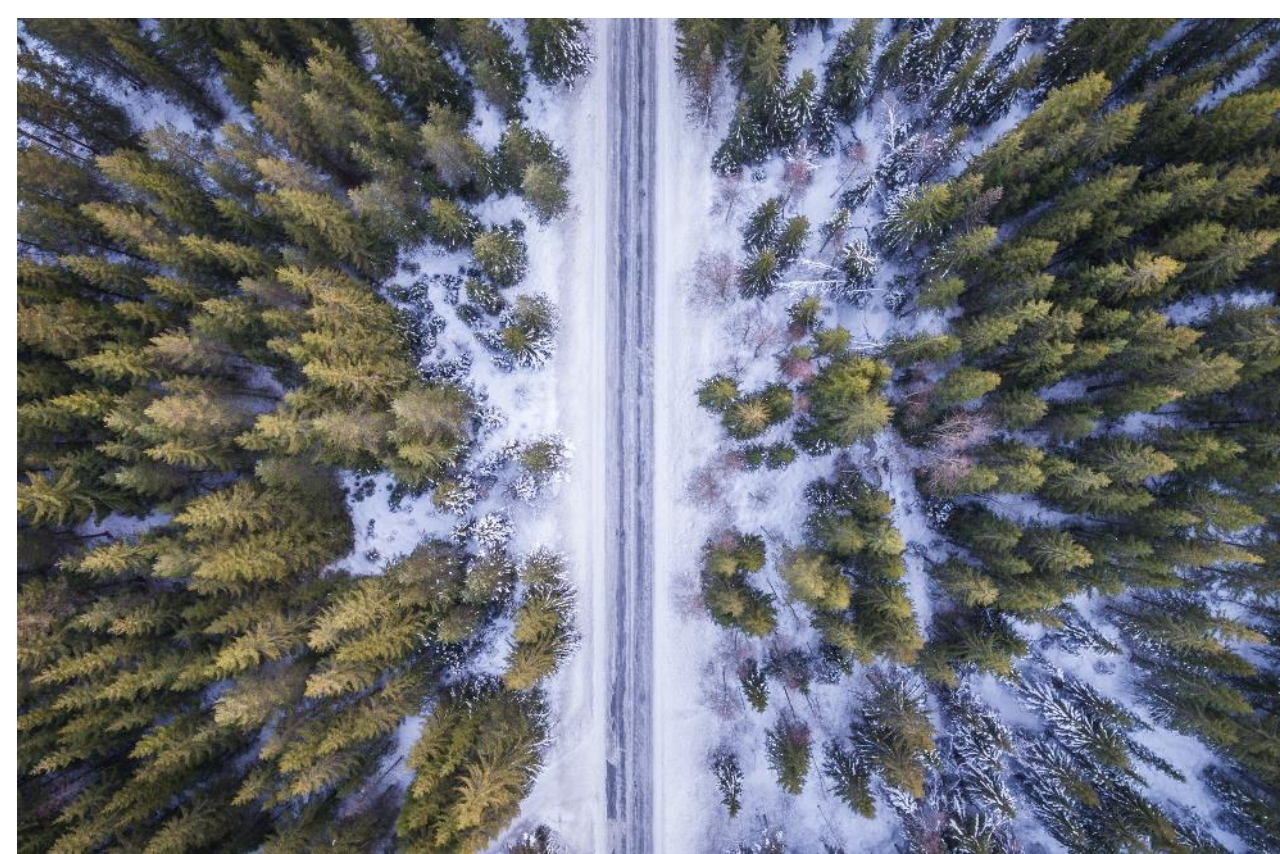




San Francisco Bay Conservation and Development
Commission: Financing the Future



About Us

IBank is the State of California's only general-purpose financing authority. IBank provides financial assistance to support infrastructure and economic development in California.

Created by the Legislature in 1994

Finance public infrastructure

Finance private development

Create jobs and a strong economy

Improve quality of life for the people of California

Broad authority to issue tax-exempt and taxable revenue bonds

Provide financing to public agencies

Leverage State and Federal funds

Loans, Bonds, Guarantees and more...

The Programs



Direct Loan Financing

Financing to public agencies and nonprofit corporations for a wide variety of infrastructure and economic development projects.



Direct Green Financing

Financing to municipalities, universities, schools and hospitals to help meet the State's goals for greenhouse gas emissions reduction, water conservation and environmental conservation.



Conduit Revenue Bond Financing

Tax-exempt and taxable conduit revenue bond financing for qualified entities including non-profits, public agencies and industrial development.



Loan Guarantee Partnerships

Helps businesses overcome access barriers and encourages investment in low to moderate income communities.



Other programs include:

Disaster relief and small business jump start loans; Partnership with Bay Area Air Quality Management District.

IBank Bonds

Government or privately
owned facilities that
benefit general public

Exempt Facility

Public Agency
Revenue

Government entities

Manufacturing and
processing
companies for
construction or
acquisition of
facilities

Industrial
Development

501(c)(3)

Nonprofit public benefit
corporations for
acquisitions and/or
improvements to facilities



Eligible ISRF Applicants

MUSH MARKET

Subdivision of
a Local
Government

Special
Districts

Joint
Powers
Authorities

Nonprofits
with Eligible
Sponsorship

Municipalities

Hospitals

Universities

Schools

Eligible ISRF Projects



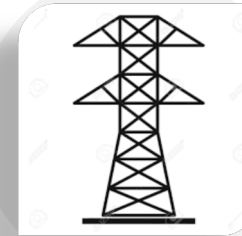
**Water, Sewage,
Flood Control and
Waste**



**Streets, Highways,
Public Transit and
Public Safety
Facilities**



**Educational,
Cultural, Social,
Parks and
Recreational
Facilities**



**Power and
Communications**



**Ports and Good
Movement Related
Infrastructure**

ISRF Repayment Methods

Enterprise Funds



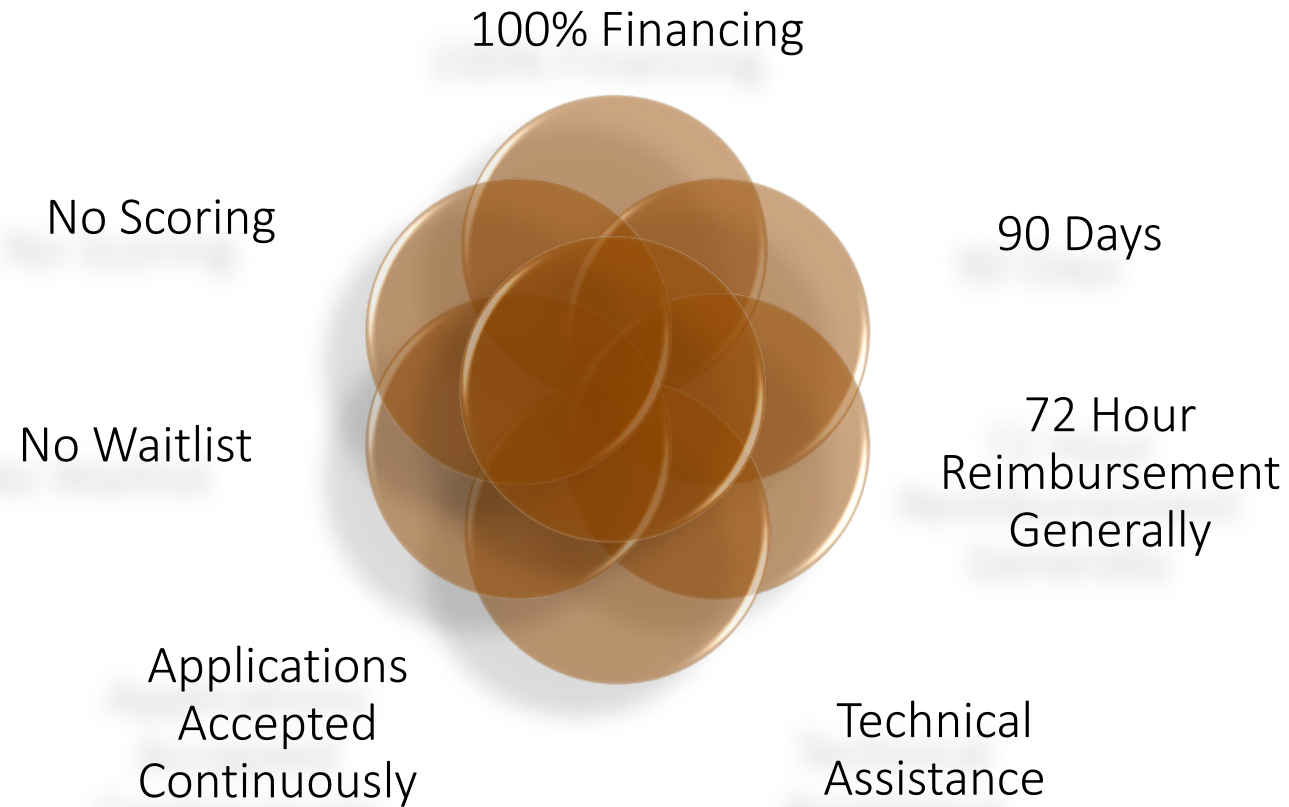
General Funds



Leased Assets



ISRF Benefits



Recent ISRF Projects Financed by IBank

City of Fresno



Fresno Yosemite
International Airport
\$35 million
3.15%/30 years

22nd District Agricultural Association



Del Mar
Fairgrounds
\$15 million
2.83%/17 years

City of Twentynine Palms



Energy Efficient Upgrades in
City buildings
\$1.3 million
3.17%/25 years

Small Business Finance Center



Partner with Financial Development Corporations (FDCs) & Air District

Together provide loan guarantees

Overcome barriers to capital

Help improve air quality

Encourage socially responsible lending

Small Business Loan Guarantee Program Uses



+575

- In the fiscal year 2018-2019, the Small Business Loan Guarantee Program worked with our partner FDCs to guarantee more than 575 loans
- Loan Guarantees were used for:
 - Business Expansion
 - Inventory
 - Working Capital
 - Line of Credit
 - Agriculture
 - Disaster Relief



\$223 million

- The loans made resulted in more than \$223 million of loan guarantees supporting more than \$317 million in small business loans
- Small business owners reported more than 15,700 jobs were created or retained as a result of these loan guarantees



**Small Business
Finance Center**

CALIFORNIA INFRASTRUCTURE AND
ECONOMIC DEVELOPMENT BANK

Small Business Loan Guarantee Program Terms



SBFC Case Study – How It Works

The Stasher, IBank's 1,000th Small Business Loan Guarantee Program client

THE PRODUCT: A certified B Corp and member of 1% For The Planet, Stasher bags are silicon, plastic-free and can be used up to 3,000 times each. They can be boiled, put in the freezer, microwave or dishwasher.



THE PROBLEM: In order to expand, Stasher needed an infusion of capital. Denied by banks, she went to an IBank partner FDC and was finally approved for a loan, guaranteed by IBank. Stasher expanded enough to be on Shark Tank and has since experienced further growth.



THE RECAP: Stasher goes from small online-only to Target/Amazon and other national retail chains

- Small business
- Online only sales
- Denied by banks
- Small Business loan guaranteed by IBank through one of 7 partner Financial Development Corporations
- Infusion of capital aided growth
- Guest on Shark Tank – caused further growth
- Now available in retail stores and Amazon

Bay Area Air Quality Management District (Air District)

The Climate Tech Finance Program is being offered through a partnership with Air District – a special district created by the CA Legislature to control air pollution from stationary sources in the SF Bay Area

Public-sector facilities can apply for **ISRF** or **CLEEN** loans ranging from \$50,000 to \$30 million (terms up to 30 years)

Small businesses can apply for loan guarantees on loans of up to \$20 million (maximum guarantee of \$2.5 million)



BAY AREA AIR QUALITY
MANAGEMENT DISTRICT



Air District Climate Tech Finance Program



Eligibility

- Direct loans available to Bay Area public facilities, including municipalities, universities, schools, hospitals, and eligible nonprofits
- Loan Guarantees available to Bay Area small businesses with max of 750 employees and eligible nonprofits with at least one employee

Technologies

- This program supports emerging and proven technologies that significantly reduce greenhouse gas emissions (GHG)
- Eligible technologies: equipment, software or innovations that reduce GHG emissions, reduce the use of non-renewable energy or optimize energy-efficiency



By Partnering with BAAQMD.... IBank Can:



Offer free
interest



Flexible Terms
10-30 Years



Low Cost



Contact: Nancee.Robles@IBank.ca.gov
Acting Executive Director



ISRF Loan Program

Lina Benedict
Lina.Benedict@IBank.ca.gov
Loan Origination Manager



CLEEN Center

Fariba Khoie
Fariba.Khoie@IBank.ca.gov
Bond Unit Manager



Bond Program

Emily Burgos
Emily.Burgos@IBank.ca.gov
SBFC Manager




**Small Business
Finance Center**


www.ibank.ca.gov

Thank You



Emily Burgos 

(916) 341-6659 

Emily.Burgos@IBank.CA.GOV 

www.IBank.CA.GOV 